

Innovation and University Relations

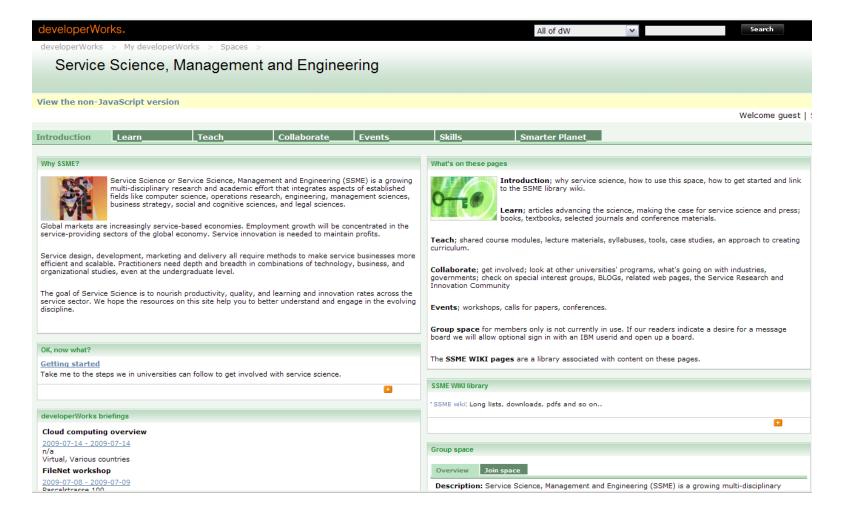
2009 collection of resources for service science and smarter planet

> wendym@us.ibm.com Reference slides





www.ibm.com/university/ssme



IBM Services Case Studies for Teaching SSME

IBM Global Business Services >

Case studies



Governments around the world. Companies that span the globe. Industries that dig deep into the earth's surface. Enterprises that launch into space. We've covered all that turf, and uncovered some remarkable results along the way. One measure of the trust we've earned is our record of successful consulting engagements with Fortune Global 100 and Fortune Global 500 companies.

Previous IBM Global Business Services engagements may offer you relevant approaches, new ideas or simple inspiration. Feel free to browse case studies for the industries and business functions below.

Search case studies By industry Go By business function Go

IT Services

Technology services that can deliver measurable business results

What we offer

- → Business continuity and resiliency services
- → End user services
- → Integrated communications services
- → Internet Security Systems
- → IT strategy and architecture services
- → Maintenance and technical support services
- → Middleware services
- → Outsourcing services
- → Server services
- → Site and facilities services
- → Storage and data services

New and noteworthy

→ Server managed services - remote managed infrastructure; supporting efficient, cost-effective server management through a scalable delivery model.

Industry Trend Reports for Teaching SSME

IBM Global Services > IBM Business Consulting > Innovation and research >

IBM Institute for Business Value

THOUGHT LEADERSHIP STARTS HERE

The IBM Institute for Business Value brings leading-edge thinking and practical insights to business executives



The IBM Institute for Business Value provides strategic insights and recommendations that address critical business challenges and help our clients capitalize on new opportunities.

"We work in collaboration with industry experts, leading-edge clients and our own field consultants to provide practical recommendations built on a foundation of fundamental research."

— George Pohle, Partner and Global Leader, IBM Institute for Business Value.

We're here to help



Easy ways to get the answers you need.



E-mail us

or call us at 1-800-IBM-7080 ext. BCS

Learn more

Innovation and research podcasts

This audio series is brought to you directly from the researchers at the IBM Institute for Business Value, Listen in

Business thought leadership from IBM

Our research is used by senior executives to help them:

- Anticipate changes in their industries
- Prioritize strategic and operational alternatives for action
- · Formulate road maps for change initiatives
- · Determine the best metrics for measuring success
- Quantify the expected return on their investments.

Well over 100 studies are currently available across many industries and areas of functional expertise.

Search our reports

By industry



By business function



More about the IBM Institute for Business Value

The IBM Institute for Business Value is comprised of 60 consultants who conduct research and analysis in 17 industries and across 5 functional disciplines. The institute is a worldwide presence, drawing on consultants in nine countries to identify issues of global interest and to develop practical recommendations with local relevance.

Real World Challenges MIT Lecture Series

IBM transformation innovation



October 17, 2006

In the inaugural seminar to this series, Linda Sanford, IBM Senior Vice President, Enterprise On Demand Transformation & Information Technology, presented examples of how IBM solved complex business problems in its own transformation and used these learnings to deliver sustained value to clients, employees and society.

Related materials and resources:

About the lecture and speaker

- → Webcast: Linda Sanford Seminar
- 🔼 White Paper: Bilingual Enterprise
- Case Study: ThinkPlace
- ThinkPlace Roles
- ThinkPlace Process Flow and Swi

ThinkPlace patents:

- ➡ Autonomic Management System
- Motivational Signature Manageme
- ➡ Innovation Signature Management

Let us know if you find these materi

Challenges at NYPD: The Real-Time Crime Center



May 3, 2007

Major metropolitan cities, including New York, have seen crime statistics dramatically improve in the past decade. The New York Police Department (NYPD) has played a key role by taking a systems approach that includes innovations in policing, technology and the use of crime information. In this lecture, Jim Onalfo, NYPD CIO and Deputy Commissioner, will

healthcare plan and impact of the NYPD Real-Time Crime Center, in July 2005 and helped to solve 74% of New York nat year.

d resources:

, speaker, and the Real-Time Crime Center

D changes the crime control equation by transforming formation

IO outlines NYPD's crime-fighting IT plan

Challenges in media and entertainment: Threshold Animation Studios

Vassar Brothers Medical Center: Challenges in healthcare







December 14, 2006
In this lecture a panel of senior leaders from Vassar Brothers will discuss their strategy covering the technologies, their business investment model, and the

deployment challenges related to social structures and change management. Three specific projects will be discussed: bar-coding to reduce adverse medical events; voice over IP to improve nurse-physician communication and; active RFID to track and optimize mobile assets Panelists: Daniel Z. Aronzon, M.D., F.A.A.P., President of the Medica Dental Staff; Nicholas Christiano, Jr., Vice President and CIO of Hea Quest; and Stephen A. Katz, MB. Ch.B., Chief Medical Officer and St. Vice President of Medical Affairs.

Related materials and resources:

- About the lecture, speakers, and Vassar Brothers Medical Center
- → Webcast: Vassar Brothers Medical Center Seminar
- Case Study: Wireless healthcare delivery: Adapting to tomorrow with mobile processes
- 🔁 Discussion of the Vassar Brothers IBM-MIT/ESD case study

Let us know if you find these materials useful by providing feedback



March 22, 2007

In this lecture, Larry Kasanoff, CEO, Threshold Animation Studios and Producer/Director/Co-creator/Writer, Foodfight!, will discuss how Threshold achieved an order-of-magnitude increase in animation complexity, on time and within budget, as well as a fundamental change in the animation process. Their e-studio uses an animation

technique known as motion capture, where the movements of live actors are captured via fiber optic sensors and converted directly and in real time to 3D digital files. Threshold's innovation took this mocap technology that plays a peripheral role in the business, customized and enhanced it and made it the foundation of a first-of-its-kind real-time animation system.

Related materials and resources:

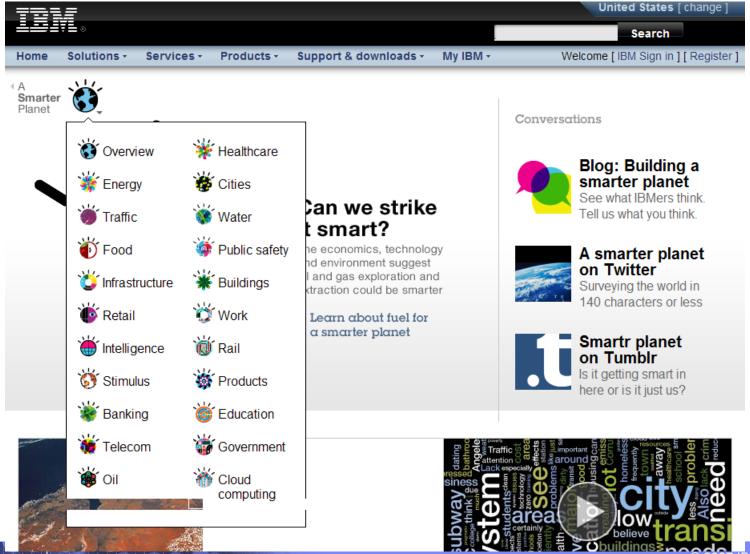
- About the lecture, speaker, and Threshold Animation Studios
- → Webcast: Threshold Animation Studios Seminar
- Threshold Animation Studios

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Smarter Planet Learning Resources

Ibm.com for Everyone, Deans, Faculty, Students

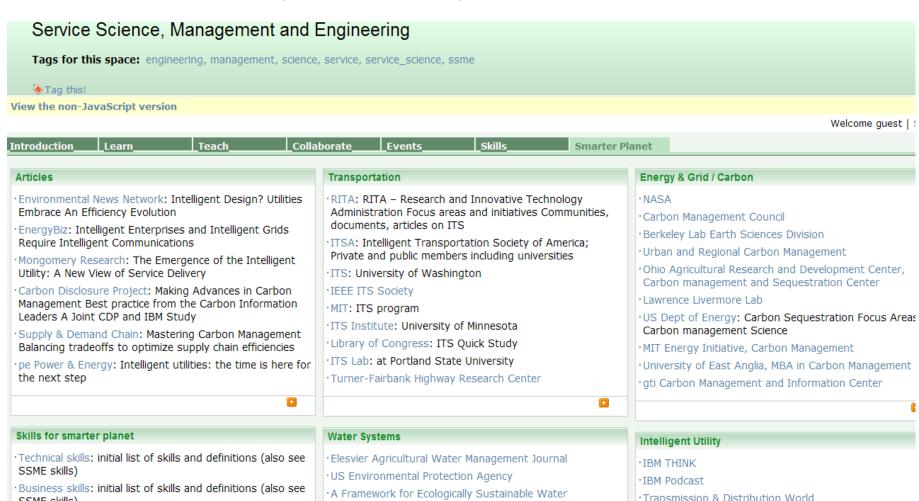




Smarter Planet Learning Resources

Ibm.com/university/ssme for Faculty & Students

Management



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· Free cubecription to magazine - Intelligent Litility

SSME skills)

Smarter Planet Developer Resources

developerWorks for Developers, Computer Science Students

Overview

Smarter Planet - what it means to you



Why get smarter?

Because we can: the technology is both available and affordable. Because we must: the shocks we've seen to so many systems show that the current approaches

aren't sustainable. And because we want to. IBM is starting a conversation with the world because we think now is the time to make these changes for the better.

+

Dynamic Infrastructure

Gain access to your Applications from anywhere, at any time



Cloud Computing is an emerging style of Information Technology infrastructure designed for rapid delivery of computing resources.

<u>Cloud Computing Central</u> for developers is your starting point for the latest IBM, developerWorks and general industry information on cloud computing. Discover why cloud computing is important, how to get started, and where to learn more about it.

+

Smart Work

Embed social software & tools: increase the value of IT solutions



Social networking has changed the way people interact outside and inside the workplace. Adding personalization, participation, and collaboration features can exponentially increase the value of your IT solutions. .

The $\underline{Social\ Tools}$ space delivers the latest information about Web 2.0, social software and tools.

+

Group space

Overvie

Join spac

My developerWorks

Work smarter with My developerWorks



My developerWorks is a professional network and knowledge base that connects developers, IT professionals, academics and students around the world, provides career building recognition, and maximizes your productivity through easy to find, targeted technical

resources.

My developerWorks is for you! Because you matter: your network, your career, and your productivity.

+

Green IT

Impact energy, efficiency and the environment



In a world that is increasingly connected, a 'smart systems' intelligent approach to offerings, processes, and infrastructures can be the key to solving issues related to energy, the environment and sustainability.

The GRreen IT Report helps you learn about adding earth-friendly efficiency into your IT solutions. Find out how to make your applications work smarter, build your green skills, adopt a culture of energy efficiency and reduce energy costs at the heart of your infrastructure.

+

New Intelligence

Capture and analyze information to make more intelligent choices



Capture and analyze information to make more intelligent choices. Information used to be a river, flowing in one predictable direction with a visible source. Today, it's an ocean of data, constantly expanding its shores. Nearly 15 petabytes of data are created every day - eight times

more than the information in all the libraries in the U.S.

Tackle the challenge <u>with XML knowledge</u> to help sift through massive amounts of data, extract information and transform it into actionable knowledge.

Smarter Planet Learning Resources

lbm.com/developerworks/data/products/cognos for developers, students

Cognos

IBM Cognos™ business intelligence and performance management software forms a foundation for better business and financial decisions.

Updated 07 Aug 2009



Integrating heterogeneous metadata

Explore usage scenarios for integrating metadata from IBM Cognos Business Intelligence and IBM InfoSphere Information Server. More

Search technical library

Enter keyword or leave blank to view entire technical library:



→ All tutorials

For a comprehensive selection of troubleshooting documents, search the IBM technical support knowledge base.

Downloads, CDs, DVDs

- → Cognos product downloads
- → Cognos support downloads

Learning resources

- → Cognos 8 Business Intelligence information center
- → Cognos 8 BI Starter Edition knowledge base
- → Cognes 8 Financial

- → Techtalk Insider
- → Best practice on-demand Web seminars
- → Cognos implementation roadmaps

Information Management

software

We're here to help



Easy ways to aet the answers you need.





E-mail us

Spotlight

- Informix Chat with the lab: Informix and Cognos (August 12)
- Webcast replay: Optimizing your SaaS solution
- Cognos Virtual Finanace Forum On-demand
- August 18 Techtalk: How to deliver information your users can tr
- July 21 Techtalk: Unlocking the power of profitability analysis for
- Information On Demand 2009 Register early and save

Latest content

- Setting up SAP Connectivity within IBM Cognos Virtual View Man. Connect IBM Cognos Virtual View Manager to a SAP R/3 data sou install the SAP R/3 connectivity add-on and the SAP Java conneimport the needed metadata.
- Cognos 8.4 FP1 BI Stability Package

Use Apache JMeter to test the stability of an IBM Cognos 8 insta to use JMeter plan and a doument describing setup and usage. T

Integrating IBM Cognos Planning into a SSL enabled Dispatcher Enable IBM Cognos Planning to communicate with a SSI -enabled



Smarter Planet Learning Resources (Continued)

Ibm.com/developerworks/data/products/

developerWorks > Information Management > Products >

InfoSphere

Find developer resources, tutorials, and articles for IBM InfoSphere software. InfoSphere products enable trusted information by transforming, reconciling, and maintaining information, and delivering it in real time to the people, processes, and applications that need it

Updated 06 Aug 20 Select a download:



Leverage DataPower SOA Appliances to extend MDM Server security capabilities

Understand the value of a joint deployment of InfoSphere Master Dat Management Server and WebSphere DataPower SOA Appliances to protect your master data solution. More

Downloads, CDs, DVDs

Top downloads

- → IBM Information Server downloads
- → InfoSphere Federation Server Fix Packs

Learning resources

Select product or component documentation: WebSphere Federation Server documentation

- → IBM Information Server information center
- → InfoSphere Master Data Management Server information center
- → IBM SOA Sandbox for Information
- Information Integration webcasts

- → Redbooks
- → SQL Replication information roadmap

→ Trial: IBM Mashup Center

♥ Go

y Go

∨ Go

→ Q Replication information roadmap

Support

Select product support page:

WebSphere Federation Server

→ IBM Software Support toolbar → ISV Resources



Smarter Planet Learning Resources (Continued)

Ibm.com/developerworks/data/library/techarticle

IBM Industry Models and ILOG business rules management systems, Part 1: Define business rules using IBM Industry Models

Analysis and design of business rules

<u>Brian Byrne</u> (<u>byrneb@us.ibm.com</u>), InfoSphere Architecture, IBM <u>Greg Imirzian (gimirzian@ilog.com</u>), Technical Alliance Manager, ILOG

Summary: This is the first of two articles in a <u>series</u> that identifies the nature of business rules and the relationship of these rules to IBM® Industry Models. In particular, this article references the deployment stages of the IBM Industry Models during which rules analysis and design should be considered, and how rules can be identified and managed. The second article in this series discusses taking these analysis and design structures into the ILOG rule management environment to develop completed rulesets.

View more content in this series

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PDF: A4 and Letter (294KB | 17 pages) Get Adobe®

Reader®

Activity: 484 views

Comments: 0 (Add comments)

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What are IBM Industry Models?

The IBM Industry Models are a collection of interrelated models addressing different aspects of the analysis and design of applications, data storage, or integration solutions for a particular business domain. The models consist of a set of foundation models, which in turn support a set of detailed models focused on a specific problem or modeling domain.

The foundation models assist in the definition of project scope and in the identification of the dependencies between individual projects that may otherwise have been overlooked. In addition, the foundation models provide the basis on which all other industry Model offerings are built providing a levicon of standard

Table of contents

- What are IBM Industry Models?
- Why are business rules important?
- . What is a business rule?
- Capturing policies and rule statements
- Conclusion
- Resources
- About the authors



Award Programs & Special Initiatives

- Global award programs
 - SUR
 - Faculty awards
 - PhD Fellowships
 - OCR awards
- University Px program
- Special initiatives

Skills **Enablement**

- Al Relationship Mgmt & **Brand Reps**
- On site & online enablement training
- Technical briefings & curriculum consulting
- Software downloads & course material

Location Specific Research & **Education**

- 23 centers around the globe for academic collaboration
- Bangalore
- Toronto
- Istanbul
- Cairo
- Budapest
- +18 Others

Talent Management & Recruiting

- New global branding team
- Focus on recruiting as GIE

Education Sector **Marketing**

- Alignment of educational programs & workforce dev't
- Open education roadmap for K-12 plus higher education

Global Awards & Initiatives

Academic Initiative

Centers for Advanced Studies **University Relations – Talent & Recruiting**

Education Sales & Marketing

Global University Programs

University Ecosystem Support Teams

- ▶ Partnership Executives → Gov't Programs / Comm's → Geography UR Leaders →
 - **University Steering Committee**

- University Ambassadors > Corp Citizenship/Affairs
- ► Local CAS Leaders
- Other Advocates



Global University Programs - Global go-to-market model

Channel Coverage strategy

Direct – IBM to the few

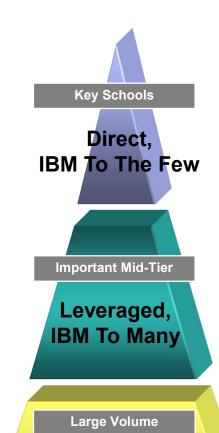
- Global Programs (SUR, OCR, FA, PhD Fellowships)
- Univ Partnership Exec Program (Px)
- Global / Geography / Local UR teams
- Centers for Advanced Studies (CAS)
- Al Relationship Management & University Ambassador Program
- Support for HR's Global Recruitment & Extreme Blue teams
- Specialized initiatives (e.g. LA Grid, Univ & Industry IP Innovation Forum)

<u>Leveraged</u> – IBM to many

- IBM Conferences / Forums (e.g. CASCON, 21st century skills events)
- ACM International Collegiate Programming Contest
- Geography Academic days
- Smarter Planet Univ Jam
- Access to HW/SW Hubs (e.g. VCI/VCL)
- Academic Partnerships (e.g. Google, Walmart)Foundations / Consortiums (e.g. SRII, Kauffman)

Web Enabled – IBM to the world

- Academic Initiative s/w downloads & course materials
- w3.ibm.com/relations/univeristy
- University profiles (CRM) one stop shop



Web Enabled.

IBM to the World



Global University Programs – Program Matrix

Research Collaboration in areas of mutual interest & value	□ Shared University Research Awards (SUR) Lilian Wu, GUP □ Faculty Awards Jeff Brody, GUP □ Open Collaborative Research Awards (OCR) Dawn Tew, GUP □ Centers for Advanced Study (CAS) Andy Rindos, SWG □ World Community Grid (with CC&CA) Robin Wilner, CCCA
Skills Building the pipeline	 □ Academic Initiative Program (led by SWG) Kevin Faughnan, SWG □ SSME/Smarter Planet Skills for 21st Century Dianne Fodell & Wendy Murphy, GUP □ LA Grid Initiative (Hispanic Focus) Juan Caraballo, GUP □ Student Contests / Competitions (e.g., ACM) □ Innovation Centers and Developer Relations Mark Hanny, SWG □ MentorMe, Transition2 Higher Educ Shannon Thrasher-Bynes, GUP
Recruiting Acquiring top talent	 □ PhD Fellowship Program Jeff Brody, Lilian Wu GUP □ Global Recruitment Campaign (led by HR) □ Global University Sourcing (led by HR) □ Extreme Blue Internship Program (led by HR)
Projects Value creation, sales, and revenue generation	 □ Partnership Executive Program (Px) JoAnn Winson, GUP □ Client Executives s&D □ Public Private Partnerships Kevin Reardon, Research □ Industry-Academic IP Collaboration Dawn Tew, GUP



IBM Academic Initiative: Back-to-School 9/2/09



Press, WW email Blast, Top Stories around:

- ✓ Academic Initiative 5-year anniversary
- ✓ Enhanced AI Web Site http://www.ibm.com/developerworks/university/academicinitiative/
 - •New "Teaching Topics" view, re-organized content, compressed organization
- ✓ 100+ new course modules (contributions from across SWG) https://www.ibm.com/developerworks/university/courseware/
- Updated ACM Mapping Guides
 - Comp Sci, Info. Systems, Smarter Planet curriculum guide
- ✓ Innov8 V2.0 http://www-01.ibm.com/software/solutions/soa/innov8/full.html
- ✓ My dW emphasis
- ✓ University Jam Report https://www.ibm.com/developerworks/university/smartplanet_jam/
- ✓ Telelogic and iLog product availability







The IBM Academic Initiative

Our mission

 Partner with academic institutions to better educate millions of students for a smarter planet and more competitive IT workforce

Our offerings

- No-charge access to IBM technology
 tools (<u>thousands</u> of software titles)
- No-charge access to course materials and curriculum (<u>hundreds</u> of modules)
- Skills enhancement supported by a worldwide community of IBM volunteers



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On-line resources include.....Software Downloads



IBM Software Thousands of full-function,
 ding-edge software applications available faculty to download at no charge.

culty can:

ke copies of the software for their students; tall the software on lab machines only their dents access; and

ke the software available on a private work only their students can access

Virtual Computing

A Sandbox stem Z Sandbox mote access to hardware

- On-demand demos





INNOV8 V2.0 – A Serious Game



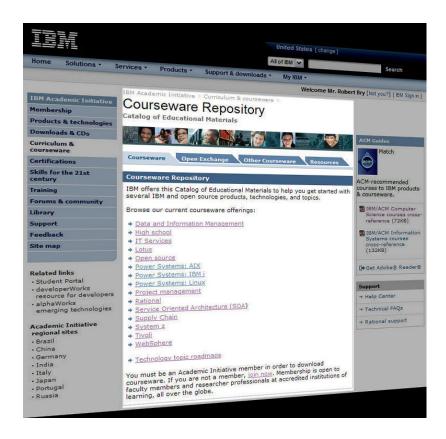
■ INNOV8 V2 is an interactive, 3-D business simulator designed to teach the fundamentals of business process management and bridge the gap in understanding between business leaders and IT teams in an organization.





Courseware Repository

...hundreds of industry-leading courses, all at no charge



IBM Courseware

More than 250 no-charge course modules created by IBM to help clients get the most from their IT investment. Faculty can use them to enrich their students' classroom experience.

Open Courseware Exchange

Did you know that your professors and faculty can share their courseware? Help others leverage the vast knowledge that this community has been creating and share it with other faculty and University contacts who are members of the IBM Academic Initiative.





Courseware Mapping and Technology Roadmaps



- ACM Courseware Mapping provides mapping between IBM products and technologies and Association for Computing Machinery (ACM) recommended courses. Guides are available for Computer Science and Information Systems courses. Find it on our Courseware Repository page.
- Technology Topic Roadmaps provide information on key topics and recommendations on how to teach them.
 - Teaching Business Process Modeling
 - Teaching with Innov8
 - Teaching Enterprise Systems
 - Teaching Rational Team Concert
 - Teaching WebSphere sMash
 - Teaching WebSphere Application
 Server Community Edition





Classroom and Virtual Training on IBM Technologies



- IBM Virtual Innovation Center (VIC)
 offers comprehensive online training
 materials on more than 800 online courses
 supporting a wide range of software,
 hardware and services topics. The VIC is
 accessible 24 hours per day, 7 days per
 week. View the courses online, or
 download them for off-line study.
- IBM Innovation Centers offer a wide range of technical workshops taught by IT architects and brand experts. Academic Initiative members may attend these workshops at no charge on a spaceavailable basis. Go on-line and find the IBM Innovation Center nearest you!



www.ibm.com/academicinitiative



Student Offerings



- Student Opportunity System allows your students to post their resumes to a database that IBM customers and partners around the world can access to find students with skills needed in the IT industry.
- Student Resources provide easy to use learning roadmaps with links to a wide variety of available online resources on key technologies.
- Topics include

Database Technology: DB2 Express-C

Enterprise Systems: System z - Introduction to the Mainframe

Service Science, Management and Engineering

Team-based Development: Jazz and Rational Team Concert

Web 2.0 Technology: WebSphere sMash and Lotus Mashups

Web Server Technology: WebSphere Application Server Community Edition





LA Grid Hispanic Focus Initiative



LA Grid Mission Overview

LA Grid, pronounced "LA Grid," is an international multi-disciplinary research community and virtual computing grid enabling institutions and industry to extend beyond their individual reach to facilitate collaborative IT research, education and workforce development.

LA Grid is the first-ever comprehensive computing grid to link faculty, students, and researchers from institutions across the United States, Latin America and Spain to collaborate on complex industry applications for business and societal needs in the context of healthcare, life sciences and disaster mitigation.





LA Grid educational initiatives allow high achieving students to enhance their knowledge and skills through challenging research experiences. Many students in the LA Grid Technology Skills Development Program will receive mentoring from IBM executives, researchers, and engineers and will intern at IBM research and development labs. Tailored advanced degree programs will expand student's knowledge in LA Grid research areas.

Global University Programs – Student Contests & Challenges

Clobal Offiversity i rogianis — Otadent Contests & Officinges			
On Campus / Local Senior Project/Capstone Project Competition Business Case Study Competitions SOA Student Research Competition	Intended Reach 100's	Funding \$ Levels •Max \$2.5K per contest •Total annual amount \$25K	Funding Structure *Up to 10 contests funded by GUP *Self funded contests by Px's & local BU's w/ GUP tactical support
Web-enabled One to many "IBM Cup" SOA/BPM Contest (China) "In-person faculty training & student workshops	1,000's	~ \$25K – 75K per contest	Local stakeholder funded
Web-enabled One to the world Multi-country focus General awareness / technology exposure Training via webcasts & online materials Master the Mainframe (Global) Cell Broadband Engine (Global) IBM Accessibility ODF Coding Challenge (Global) System i Innovation Challenge (Global)	10,000's	~ \$75K – \$150K per contest	 In limited instances, up to \$75K per contest w/ at least 50% BU match 2 contests per year
3rd Party Driven/ IBM Sponsors - ACM Int'l Collegiate Programming Contest - The XML Challenge (Int'l DB2 Users Group)	100K +	~ \$1M – \$2M per contest	Local stakeholder funded

Leveraging social networking to connect to University Students

IBM's MentorMe creating mentoring relationships



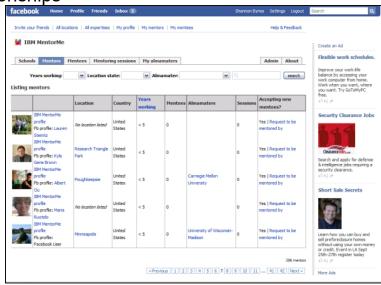
Description

An application on facebook[™] to connect current university students with IBM employees for the purposes of developing informal mentoring relationships

(U.S. and Canada employees and students only for pilot)

Basic Features

- (1) Allow IBMers to join and specify:
 - alma mater (including degree and major)
 - current work location
 - technology or business expertise area
 - years at IBM
 - availability as mentor
 - chat hours
 - phone availability
 - email availability
- (2) Allow students to join and:
 - search for IBMers by location, school, years at IBM, and expertise
 - request mentorship
 - create appointments to chat, phone, or email with a mentor
 - share experience with friends to encourage more mentorships





Transition2 Higher Education – part of the CC&CA Transitions2 initiative under the Global Citizenship Portfolio

Providing resources to IBMer's considering second careers in academia

Responding to the Challenge...

- Baby boomer retirement, sector growth, and shortage of leaders in government, education, non-profit sectors
- Need to develop and sustain successful encore careers for greater good in global economy

Purpose of Transition2

- Support employees and retirees considering 2nd careers in social sectors that give back to the community
- Expand upon IBM's successful Transition to Teaching program which has been adopted by other companies and governments

What is Transition2.org?

- · An online platform, established with partners in social sectors
- Current and pending partners include: Bridgespan, Partnership for Public Service, United Way, The Chronicle of Higher Education, Council for the Advancement and Support of Education, and individual universities (Marist College, University of Miami to date)
- Transition2 provides social networking tools, articles, and job information







THE CHRONICLE OF HIGHER EDUCATION







Where to find more information about university programs.....

Current Award Programs

Faculty Awards

Email: partner@us.ibm.com

Web links: ibm.com/university/facultyawards

Contact: Jeffrey Brody/Fishkill/IBM

Open Collaborative Research (OCR) Awards

Email: univrel@us.ibm.com.

Web links:

<u>ibm.com/university/collaborativeresearch</u>, w3.ibm.com/university/collaborativeresearch

Contact: Dawn Tew/Raleigh/IBM

Ph.D. Fellowship Program

Email: phdfellow@us.ibm.com

Web links: ibm.com/university/phdfellowship, w3.ibm.com/university/phdfellowship

Contact: Jeffrey Brody/Fishkill/IBM

Shared University Research (SUR) Awards

Email: univrel@us.ibm.com

Web links: ibm.com/university/sur,

w3.ibm.com/university/sur

Contact: Lilian S Wu/Watson/IBM

Offerings and Strategic Initiatives

LA Grid Initiatives

Web links: latinamericangrid.org/

Contact: Juan Caraballo/Boca Raton/IBM

Growth Markets Leader / Measurements & Metrics

Contact: Bruce Bassett/Somers/IBM

Partnership Executive Program

Contact: JoAnn Washam Winson/Somers/IBM

Web links: w3.ibm.com/university/pep

Services Science, Mathematics & Engineering (SSME) &

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w3.ibm.com/university/ssme

Contact: Wendy Murphy/Raleigh/IBM and Dianne

Fodell/Raleigh/IBM

Smarter Planet Jam & Mentor Me....

Contact: Shannon R Thrasher/Southbury/IBM

University Profiles & web offerings

Web links: w3.ibm.com/university, left nav bar:

University profiles

Contact: Girija Cheruvu/Watson/IBM

IBM Academic Initiatives

Contact: Heather L McClain/Atlanta/IBM

Web Links: ibm.com/university/academicintiative

w3.ibm.com/university/academicinitiative



Top Solutions for New Intelligence for Smarter Planet

Information Management

- Information on Demand
- Information Agenda
- Information Infrastructure

Predictive Capability

- Business Intelligence
- Business Event Processing
- Analytics Solutions
- Telelogic and Cognos

Engaging the Value Chain

- Industry Specific Assets (IA, MRO, Telelogic)
- CRM, SCM and HR Transformation
- Sensor and Actuator
- Information Integration

Business Optimization

- Business Optimization Solutions
- Business Process Management
- Smart SOA
- Information On Demand, Information Agend
- Information Infrastructure SW and Services

Academic Initiative Related New Intelligence Courseware



- •Designing SOA Solutions with the IBM SOA Foundation
- •Information Management Basics
- Architecting the Data Warehouse
- •Relational Database Design
- Changing Business with Data Insight
- •IBM Informix Dynamic Server Administration
- SQL & Database basics
- •Teaching Business Process Management with Innov8
- •Teaching Business Process Modeling
- •Introduction to IBM DB2
- •Advanced Data Warehouse Workshop: Multi-Dimensional Modeling
- •DB2 for z/OS Fundamentals
- •DB2 Family Fundamentals
- •DB2 SQL Workshop
- •Designing SOA Solutions with the IBM SOA Foundation
- •Getting Started with SOA
- •Implementation Technologies for Service Oriented Designs
- •The Value of Service Oriented Architecture
- •IBM WebSphere Business Modeler- Process Simulation and Analysis
- Using IBM WebSphere Business Modeler for BPN



Top Solutions for Smart Work for Smarter Planet

Agile Business Model

- Industry business solutions and Industry framey
- Business Model Innovation services (CBMSON
- SOA strategy services
- Smart SOA INsight series

Connected Customers

- Collaboration software and services
- RFID, sensors, actuators, consulting services
- Web 2.0 products and service
- Consulting services for CRM and SCM
- Collaborative Software Development
- WebSphere Commerce
- Mobility & Contact Center Solutions

Dynamic Business Processes

- Key Agility Indicators
- BPM Suite and consulting services
- WebSphere Business Events
- Component Business Modeling services (KA
- Enterprise Architecture products and services

Smart SOA

- Smart SOA and SOA solution services
- Application Infrastructure
- Connectivity and Integration
- SOA Sandbox

Academic Initiative Related **Smart Work** Courseware



- •Designing SOA Solutions with the IBM SOA Foundation
- •Assessment Assets for Service Oriented Architecture (SW707)
- •Developing Applications with a Service-Oriented Architecture
- •Getting Started with SOA
- •Implementation Technologies for Service Oriented Designs
- •Service Oriented Architecture Design Patterns
- •The Value of Service Oriented Architecture
- •Fundamentals of IBM Lotus Domino 8 Application Development
- •Using IBM Lotus Notes 8 Mail, Calendar, and Contacts
- •IBM WebSphere Portal v6.0: Administration 1&2
- •IBM WebSphere Business Modeler- Process Simulation and Analysis
- •IBM WebSphere Enterprise Service Bus ☐ Implementing an ESB
- •Using IBM WebSphere Business Modeler, Monitor and Process Server for BPM
- •IBM WebSphere Commerce V6.0 Hands-on Training for Developers
- •Programming XML with Java 1.4
- •Teaching Business Process Management with Innov8
- •Developing Supply Chains to support Service Operations
- •Introduction to XML and Related Technologies
- Teaching Business Process Modelin



Top Solutions for Dynamic Infrastructure for Smarter Planet

Reduce Cost

Cloud Computing

- Virtualization
- Energy Efficiency
- Information Infrastructure

Improve Service

- Service Management
- Asset Management
- Security Management
- Business Resiliency
- Express Mid-MarketOfferings
- Strategic Outsourcing

Related Dynamic Infrastructure Courseware

- •Foundations in IT Services I and II
- •IBM Tivoli Netcool/Proviso 4.4.3 System Administration and Maintenance
- •IBM Tivoli Asset Management for IT 7.1 Implementation
- •IBM Tivoli Access Manager for Enterprise Single Sign-On Workshop
- •IBM Tivoli Business Services Manager 4.1 for Implementers
- •IBM Tivoli Composite Appl. Mgr for RTT 6.1 Install Monitor Deploy
- •IBM Tivoli Composite Application Manager for Response Time 6.2 Implement and Admin Workshop
- •IBM Tivoli Federated Identity Manager 6.1 Deployment and Administration
- •IBM Tivoli Monitoring 6.2 for Implementers
- •IBM Tivoli Netcool/Impact 4.0 Administration and Implementation
- •IBM Tivoli Netcool/OMNIbus 7.1 User
- •IBM Tivoli Netcool/Realtime Active Dashboards 3.0 Fundamentals
- •IBM Tivoli Network Performance Reporting 3.X User
- •IBM Tivoli Provisioning Manager 5.1 Operations Management Workshop
- Service Desk Management Using IBM Maximo 6 for IT
- •Work Management in IBM Maximo 6 for Enterprise Asset Management
- •An Introduction to the Mainframe Large Scale Commercial Computing
- •An Introduction to the Mainframe z/OS Basics
- •Linux on System z
- •Teaching Enterprise Systems

Manage Risk

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Top Solutions for Green and Beyond for Smarter Planet

Finding the Value in Green

- Data Center Assessment and Design Services
- Green IT
- Software for a Greener World

Smart Systems

- Intelligent Utility Network and Metering
- Intelligent Transportation
- Consumer Driven Supply Chain
- Intelligent Oilfields, Manufacturing Productivity

Societal Shifts and Corporate Social Responsibility

- CSR and Sustainability
- Carbon Management
- Reputation Management Services
- Ethical Supply Chain Monitoring

Academic Initiative:
Related Green and Beyond Courseware &
Assets



- •An Introduction to the Mainframe z/OS Basics
- ·IBM's Software for Greener World
- Lotus Quickr 8.1
- •IBM Content Collector, Filenet
- •Information Agenda for Energy & Utilities
- •IBM Tivoli Usage and Accounting Manager, IBM Tivoli Monitoring for Energy Management Accounting
- Rational Test Lab Manager Managing
- Lotus Notes, Domino 8.5
- SmartSOA Sandbox Accelerating
- •IBM FileNet Business Process Manager,
- •IBM FileNet Content Manager
- •Lotus Forms & Lotus Forms Turbo
- Telelogic System Architect

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